

WHAT IS CLAIMED IS:

1 1. A system for instituting a tenant-centric paradigm
2 in the real estate industry, comprising:
3 a network, said network adapted for enabling
4 communication by at least one prospective tenant and a
5 plurality of landlords;
6 a real estate facilitator, said real estate
7 facilitator connected to said network and capable of
8 communicating with the at least one prospective tenant and
9 the plurality of landlords via said network, said real estate
10 facilitator including at least one of a real estate demand
11 database and an ad hoc real estate supply database; and
12 wherein said network and said real estate
13 facilitator empower the at least one tenant to publish at
14 least one desired characteristic of real estate or to select
15 a piece of real estate from a collection of pieces of real
16 estate in which the collection is formed responsive to the
17 at least one desired characteristic of real estate.

1 2. A method for linking real estate with tenants,
2 comprising the steps of:

3 submitting, by a prospective tenant, information
4 specifying desired real estate;

5 adding the information to a demand database; and

6 wherein the demand database includes a plurality
7 of entries, each entry of said plurality of entries
8 corresponding to information relating to desired real estate.

1 3. The method in accordance with claim 2, further
2 comprising the steps of:

3 providing a building database, the building
4 database including a plurality of entries, each entry of said
5 plurality of entries corresponding to information relating
6 to real estate that is or is scheduled to be available;

7 comparing the information specifying desired real
8 estate to the building database; and

9 determining one or more matches between the
10 information specifying desired real estate and the plurality
11 of entries of the building database.

1 4. The method in accordance with claim 3, further
2 comprising the step of:
3 presenting the one or more matches to the
4 prospective tenant.

1 5. The method in accordance with claim 4, wherein said
2 step of presenting the one or more matches to the prospective
3 tenant further comprises the step of:
4 presenting the one or more matches to the
5 prospective tenant in a standardized format using an online
6 mechanism.

1 6. The method in accordance with claim 4, further
2 comprising the step of:
3 reviewing, by the prospective tenant, the one or
4 more matches using an online mechanism.

1 7. The method in accordance with claim 6, wherein said
2 step of reviewing, by the prospective tenant, the one or more
3 matches using an online mechanism further comprises the step
4 of:

5 taking a virtual reality tour of the real estate
6 corresponding to at least one match of the one or more
7 matches.

1 8. The method in accordance with claim 4, further
2 comprising the step of:

3 selecting, by the prospective tenant, at least one
4 preferred match of the one or more matches for which to
5 request a proposal.

1 9. The method in accordance with claim 8, further
2 comprising the step of:

3 sending a request for a proposal to each landlord
4 corresponding to each match of the at least one preferred
5 match.

1 10. The method in accordance with claim 9, further
2 comprising the steps of:

3 sending a plurality of proposals from at least one
4 landlord to the prospective tenant;

5 selecting, by the prospective tenant, a primary
6 proposal and a secondary proposal for further consideration.

1 11. The method in accordance with claim 10, further
2 comprising the step of:

3 visiting, by the prospective tenant, actual sites
4 of the real estate corresponding to the primary proposal and
5 the secondary proposal.

1 12. The method in accordance with claim 10, wherein
2 said steps of presenting the one or more matches to the
3 prospective tenant; selecting, by the prospective tenant, at
4 least one preferred match of the one or more matches for
5 which to request a proposal; sending a request for a proposal
6 to each landlord corresponding to each match of the at least
7 one preferred match; sending a plurality of proposals from
8 at least one landlord to the prospective tenant; and
9 selecting, by the prospective tenant, a primary proposal and
10 a secondary proposal for further consideration are
11 effectuated, at least partially, using an online mechanism.

1 13. The method in accordance with claim 2, further
2 comprising the step of:
 presenting the information specifying desired real
3 estate to a plurality of landlords.
4

1 14. The method in accordance with claim 13, wherein
2 said step of presenting the information specifying desired
3 real estate to a plurality of landlords further comprises the
4 step of:

5 posting the information specifying desired real
6 estate for review by all qualified landlords of the plurality
7 of landlords.

1 15. The method in accordance with claim 14, wherein a
2 landlord comprises a qualified landlord if the landlord meets
3 a requirement for updating information that corresponds to
4 the landlord, the information being included in a real estate
5 supply database.

1 16. The method in accordance with claim 15, wherein the
2 requirement comprises at least one of a time period and a
3 time interval.

1 17. The method in accordance with claim 13, wherein
2 said step of presenting the information specifying desired
3 real estate to a plurality of landlords further comprises the
4 step of:

5 sending or broadcasting the information specifying
6 desired real estate to one or more landlords, each landlord
7 of the one or more landlords corresponding to real estate
8 that corresponds to an entry in a real estate supply database
9 that matches the information specifying desired real estate.

1 18. The method in accordance with claim 13, further
2 comprising the steps of:

3 indicating, by at least one landlord of the
4 plurality of landlords, an interest in meeting the
5 requirements of the information specifying desired real
6 estate; and

7 identifying, to the prospective tenant, real estate
8 that corresponds to the at least one landlord.

1 19. The method in accordance with claim 18, wherein
2 said step of identifying, to the prospective tenant, real
3 estate that corresponds to the at least one landlord
4 comprises at least one of the steps of:

5 presenting a synopsis of the real estate; and
6 sending a proposal related to the real estate.

1 20. The method in accordance with claim 2, wherein the
2 information specifying desired real estate comprises a
3 project requirements specification.

1 21. The method in accordance with claim 20, wherein the
2 project requirements specification comprises characteristics
3 defining desired real estate traits and date information
4 defining a desired access and/or move-in time or time period.

1 22. The method in accordance with claim 20, wherein the
2 time or time period occurs in the future.

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1 24. An electronically-facilitated transaction for
2 linking a prospective tenant to real estate, comprising:

3 creating a collection of data from the prospective
4 tenant, said collection of data including real estate
5 characteristics desired by the prospective tenant;

6 creating a real estate demand database, said real
7 estate demand database including a plurality of demand
8 entries and accepting the collection of data as another
9 demand entry thereto;

10 creating a real estate supply database, said real
11 estate supply database including a plurality of supply
12 entries, each supply entry of the plurality of supply entries
13 corresponding to at least one real estate entity;

14 utilizing an online mechanism, said online
15 mechanism adapted to compare the another demand entry to the
16 plurality of supply entries and to determine at least one
17 match thereto, said online mechanism configured to exchange
18 information between the prospective tenant and a landlord
19 corresponding to the at least one match via electronic mail
20 so as to link the prospective tenant to real estate meeting

2 the real estate characteristics desired by the prospective
2 tenant.

1 25. The electronically-facilitated transaction in
2 accordance with claim 24, wherein said collection of data
3 further includes at least one of a desired access and/or a
4 desired move-in time and/or time period.

1 26. An electronically-accessible storage medium having
2 a data structure for compiling real estate demand,
3 comprising:

4 a first real estate entry, said first real estate
5 entry corresponding to a first prospective tenant and
6 including first real estate characteristics desired by the
7 first prospective tenant;

8 a second real estate entry, said second real estate
9 entry corresponding to a second prospective tenant and
10 including second real estate characteristics desired by the
11 second prospective tenant; and

12 wherein the first and second real estate
13 characteristics are indexed by field to facilitate a search
14 thereof.

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1 27. The electronically-accessible storage medium of
2 claim 26, wherein the first real estate characteristics
3 include at least one field corresponding to: square footage
4 desired, type of space desired, geographic area desired,
5 rental rate desired, building size preference, parking
6 requirements, and desired lease term.

1 28. The electronically-accessible storage medium of
2 claim 26, wherein said first and second real estate entries
3 each comprise a project requirements specification.

1 29. The electronically-accessible storage medium of
2 claim 26, wherein at least one of said first and second real
3 estate entries include a desired time availability occurring
4 in the future.

1 30. A method for creating a quasi-spot market in real
2 estate, comprising the steps of:
3 receiving at least one desired attribute for real
4 estate from a prospective tenant;
5 processing the at least one desired attribute for
6 real estate to produce a processed at least one desired
7 attribute for real estate;
8 providing the processed at least one desired
9 attribute for real estate to a plurality of landlords;
10 receiving a plurality of messages from at least a
11 portion of the plurality of landlords, each message of the
12 plurality of messages including at least one attribute for
13 available real estate of a respective landlord of the at
14 least a portion of the plurality of landlords;
15 combining the at least one attribute from each of
16 the plurality of messages into a match database.

1 31. The method in accordance with claim 30, further
2 comprising the step of:
3 presenting the match database to the prospective
4 tenant.

1 32. The method in accordance with claim 30, wherein
2 said step of receiving at least one desired attribute for
3 real estate from a prospective tenant comprises the step of
4 receiving the at least one desired attribute via electronic
5 mail.

1 33. The method in accordance with claim 30, wherein
2 said step of providing the processed at least one desired
3 attribute for real estate to a plurality of landlords
4 comprises the step of providing the processed at least one
5 desired attribute for real estate to a plurality of landlords
6 via electronic mail.

1 34. The method in accordance with claim 30, wherein
2 said plurality of messages are comprised of electronic mail
3 that are transmittable over the Internet.

1 35. The method in accordance with claim 30, further
2 comprising the step of:
3 transmitting to a web browser a form, the form
4 including blanks corresponding to a plurality of attributes
5 of real estate.

1 36. A method for linking real estate with tenants,
2 comprising the steps of:
3 submitting, by a prospective tenant via an
4 electronic transmission, information specifying desired real
5 estate;
6 adding the information to a demand database; and
7 wherein the demand database includes a plurality
8 of entries, each entry of said plurality of entries
9 corresponding to information relating to desired real estate.

1 37. The method in accordance with claim 36, further
2 comprising the steps of:
3 providing a building database, the building
4 database including a plurality of entries, each entry of said
5 plurality of entries corresponding to information relating
6 to real estate that is or is scheduled to be available;
7 comparing the information specifying desired real
8 estate to the building database; and
9 determining one or more matches between the
10 information specifying desired real estate and the plurality
11 of entries of the building database.

1 38. The method in accordance with claim 37, further
2 comprising the step of:
3 presenting the one or more matches to the
4 prospective tenant via an electronic transmission.

5 presenting the one or more matches to the
6 prospective tenant in a standardized format using at least
7 one of an electronically-mailed communication and at least
8 one web page.

3 reviewing, by the prospective tenant, the one or
4 more matches by retrieving at least one of a web page and an
5 electronic mail or an attachment thereto.

1 41. The method in accordance with claim 40, wherein
2 said step of reviewing, by the prospective tenant, the one
3 or more matches by retrieving at least one of a web page and
4 an electronic mail or an attachment thereto comprises the
5 step of:

6 taking a virtual reality tour of the real estate
7 corresponding to at least one match of the one or more
8 matches, the virtual reality tour being accessed via at least
9 one of a link on the web page and the attachment.

1 42. The method in accordance with claim 38, further
2 comprising the step of:

3 selecting, by the prospective tenant via an
4 electronic transmission, at least one preferred match of the
5 one or more matches for which to request a proposal.

1 43. The method in accordance with claim 42, further
2 comprising the step of:

3 sending a request for a proposal via an electronic
4 transmission to each landlord corresponding to each match of
5 the at least one preferred match.

1 44. The method in accordance with claim 43, further
2 comprising the steps of:

3 sending a plurality of proposals via at least one
4 electronic transmission from at least one landlord to the
5 prospective tenant;

6 selecting, by the prospective tenant via an
7 electronic transmission, a primary proposal and a secondary
8 proposal for further consideration.

1 45. The method in accordance with claim 44, further
2 comprising the step of:

3 visiting, by the prospective tenant, actual sites
4 of the real estate corresponding to the primary proposal and
5 the secondary proposal.

1 46. The method in accordance with claim 45, further
2 comprising the step of:

3 entering, by the prospective tenant via at least
4 one electronic transmission, at least one of a rating and a
5 comment regarding the actual sites of the real estate
6 corresponding to the primary proposal and the secondary
7 proposal.

1 47. The method in accordance with claim 36, further
2 comprising the step of:

3 presenting the information specifying desired real
4 estate to a plurality of landlords via at least one
5 electronic transmission.

1 48. The method in accordance with claim 47, wherein
2 said step of presenting the information specifying desired
3 real estate to a plurality of landlords via at least one
4 electronic transmission further comprises the step of:

5 posting to an internet-accessible web site the
6 information specifying desired real estate for review by all
7 qualified landlords of the plurality of landlords.

1 49. The method in accordance with claim 48, wherein a
2 landlord comprises a qualified landlord if the landlord meets
3 a requirement for updating information that corresponds to
4 the landlord via an electronic transmission, the information
5 being included in a real estate supply database.

1 50. The method in accordance with claim 49, wherein the
2 requirement comprises at least one of a time period and a
3 time interval.

1 51. The method in accordance with claim 47, wherein
2 said step of presenting the information specifying desired
3 real estate to a plurality of landlords via at least one
4 electronic transmission further comprises the step of:

5 sending or broadcasting via an electronic
6 transmission the information specifying desired real estate
7 to one or more landlords, each landlord of the one or more
8 landlords corresponding to real estate that corresponds to
9 an entry in a real estate supply database that matches the
10 information specifying desired real estate.

1 52. The method in accordance with claim 47, further
2 comprising the steps of:

3 indicating, by at least one landlord of the
4 plurality of landlords via an electronic transmission, an
5 interest in meeting the requirements of the information
6 specifying desired real estate; and

7 identifying, to the prospective tenant via at least
8 one electronic transmission, real estate that corresponds to
9 the at least one landlord.

1 53. The method in accordance with claim 52, wherein
2 said step of identifying, to the prospective tenant via at
3 least one electronic transmission, real estate that
4 corresponds to the at least one landlord comprises at least
5 one of the steps of:

6 presenting a synopsis of the real estate via at
7 least one of a web page and an electronic mail; and

8 sending a proposal related to the real estate via
9 at least one of a web page and an electronic mail.

1 54. The method in accordance with claim 36, wherein the
2 information specifying desired real estate comprises a
3 project requirements specification that is prepared via an
4 on-line mechanism.

1 55. The method in accordance with claim 54, wherein the
2 project requirements specification comprises characteristics
3 defining desired real estate traits and date information
4 defining a desired access and/or move-in time or time period.

1 56. The method in accordance with claim 54, wherein the
2 time or time period occurs in the future.

1 57. The method in accordance with claim 37, wherein
2 said step of determining one or more matches between the
3 information specifying desired real estate and the plurality
4 of entries of the supply database only determines a match if
5 a future availability time or time period matches a future
6 access time or time period.

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1 58. An electronically-accessible storage medium having
2 a data structure for compiling a transaction-specific real
3 estate supply, comprising:

4 a first real estate entry, said first real estate
5 entry corresponding to a first piece of real estate, said
6 first real estate entry prepared responsive to a real estate
7 requirements specification submitted by a prospective tenant;

8 a second real estate entry, said second real estate
9 entry corresponding to a second piece of real estate, said
10 second real estate entry prepared responsive to the real
11 estate requirements specification submitted by the
12 prospective tenant; and

13 wherein said first and second real estate entries
14 are at least one of (i) organized to facilitate a search
15 thereof and (ii) composed of a plurality of substantially
16 similar fields to facilitate a comparison thereof.

1 59. The electronically-accessible storage medium of
2 claim 58, wherein said first real estate entry includes at
3 least one field corresponding to: square footage available,
4 type of space available, geographic area of the first piece
5 of real estate, rental rate offered, building size, parking
6 availability, and available lease term.

1 60. The electronically-accessible storage medium of
2 claim 58, wherein the data structure for compiling a
3 transaction-specific real estate supply comprises an ad hoc
4 real estate supply database created responsive to a project
5 requirements specification submitted by the prospective
6 tenant.

1 61. The electronically-accessible storage medium of
2 claim 58, wherein said first and second real estate entries
3 include a time availability that occurs in the future.

1 62. A method for servicing a real estate transaction,
2 comprising the steps of:

3 aggregating demand-specific real estate supply into
4 a database, the database including a plurality of entries,
5 each entry of the plurality of entries formed responsive to
6 at least one desired real estate attribute provided by a
7 prospective tenant;

8 providing at least one entry of the plurality of
9 entries to the prospective tenant.

1 63. The method in accordance with claim 62, wherein
2 said step of providing at least one entry of the plurality
3 of entries to the prospective tenant comprises the step of:

4 providing searching access of the database to the
5 prospective tenant over a communications network.

1 64. The method in accordance with claim 62, wherein
2 said step of providing at least one entry of the plurality
3 of entries to the prospective tenant comprises the step of:
4 providing the plurality of entries to the
5 prospective tenant via an electronic transmission.

1 65. The method in accordance with claim 64, wherein
2 said step of providing the plurality of entries to the
3 prospective tenant via an electronic transmission comprises
4 the step of:
5 providing the plurality of entries to the
6 prospective tenant via electronic mail.

1 66. The method in accordance with claim 64, wherein
2 said step of providing the plurality of entries to the
3 prospective tenant via an electronic transmission comprises
4 the step of:
5 providing the plurality of entries to the
6 prospective tenant via display of a web page in a
7 standardized format.

1 67. A method for providing real estate services,
2 comprising the steps of:

3 accepting a critique, via an electronic
4 transmission from a first prospective tenant, of a piece of
5 real estate after an actual tour of the piece of real estate
6 by the first prospective tenant;

7 processing the critique for subsequent
8 presentation;

9 presenting information at least derived from the
10 critique to a second prospective tenant via an electronic
11 transmission.

1 68. The method in accordance with claim 67, wherein
2 said step of accepting a critique, via an electronic
3 transmission from a first prospective tenant, of a piece of
4 real estate after an actual tour of the piece of real estate
5 by the first prospective tenant comprises the step of:

6 receiving data from a form completed through a web
7 page.

1 69. The method in accordance with claim 67, wherein the
2 piece of real estate comprises a single floor of a single
3 building.

1 70. The method in accordance with claim 67, further
2 comprising the step of:
3 receiving a request by the second prospective
4 tenant for information related to the piece of real estate.

1 71. A method for facilitating real estate acquisition
2 and outfitting, comprising the steps of:

3 providing information related to real estate in an
4 electronically-accessible format;

5 enabling electronic access to the information
6 related to real estate to a plurality of entities, each
7 entity of the plurality of entities corresponding to at least
8 one phase of at least one of real estate acquisition and real
9 estate outfitting; and

10 wherein the at least one phase of at least one of
11 real estate acquisition and real estate outfitting is
12 selected from the group of phases comprising a real estate
13 phase, an analysis phase, a due diligence phase, a
14 programming design phase, a development design phase, a
15 bidding/estimation/value engineering phase, a construction
16 phase, and a relocation phase.

1 72. The method in accordance with claim 71, wherein the
2 information related to real estate initially comprises a
3 project requirements specification of a prospective tenant.

1 73. The method in accordance with claim 71, further
2 comprising the step of:
3 simultaneously implementing at least two phases of
4 the group of phases by electronically accessing the
5 information related to real estate.

1 74. The method in accordance with claim 71, further
2 comprising the step of:
3 sharing a change to the information related to real
4 estate caused by an entity corresponding to one phase of the
5 group of phases with another entity corresponding to another
6 phase of the group of phases.

1 75. The method in accordance with claim 71, wherein
2 said steps of providing information related to real estate
3 in an electronically-accessible format and enabling
4 electronic access to the information related to real estate
5 to a plurality of entities are effectuated using a real
6 estate facilitator and a communications network.

1 76. A method for providing real estate acquisition and
2 outfitting services to a prospective tenant, comprising the
3 steps of:

4 providing real estate acquisition service;

5 providing at least one real estate outfitting
6 service selected from the group comprising analysis, due
7 diligence, programming design, development design, and
8 bidding/estimation/value engineering; and

9 wherein said steps of providing real estate
10 acquisition service and providing at least one real estate
11 outfitting service are performed, at least in part, in
12 parallel by using an on-line mechanism.

1 77. The method in accordance with claim 76, wherein the
2 on-line mechanism comprises a web site that facilitates at
3 least one of organizing, updating, exchanging, and sharing
4 of information used to provide the real estate acquisition
5 and outfitting services to the prospective tenant.

1 78. A method for providing real estate acquisition and
2 outfitting services to a prospective tenant, comprising the
3 steps of:

4 providing real estate acquisition service;

5 providing at least one real estate outfitting
6 service selected from the group comprising analysis, due
7 diligence, programming design, development design,
8 bidding/estimation/value engineering, construction, and
9 relocation phase; and

10 wherein a time to complete said steps of providing
11 real estate acquisition service and providing at least one
12 real estate outfitting service is reduced by, at least in
13 part, using an on-line mechanism.

1 79. The method in accordance with claim 78, wherein the
2 on-line mechanism comprises a database of information used
3 to provide the real estate acquisition and outfitting
4 services to the prospective tenant along with a management
5 scheme to at least one of share and distribute a change
6 thereto with an entity corresponding to a phase that may be
7 affected by the change.

1 80. A method for facilitating at least real estate
2 outfitting, comprising the steps of:
3 providing information related to real estate in an
4 electronically-accessible format;
5 ascertaining a change to the information related
6 to real estate resulting from a first phase of a real estate
7 outfitting process; and
8 notifying an entity corresponding to a second phase
9 of the real estate outfitting process of the change to the
10 information related to real estate.

1 81. The method in accordance with claim 80, wherein
2 said step of notifying an entity corresponding to a second
3 phase of the real estate outfitting process of the change to
4 the information related to real estate comprises the step of:
5 notifying the entity via an electronic
6 transmission.

1 82. The method in accordance with claim 81, wherein the
2 electronic transmission comprises an electronic mail.

1 83. The method in accordance with claim 81, wherein the
2 electronic transmission comprises information explaining the
3 change.

1 84. The method in accordance with claim 81, wherein the
2 electronic transmission comprises a link to a general web
3 page.

1 85. The method in accordance with claim 81, wherein the
2 electronic transmission comprises a link to a specific web
3 page, the specific web page including the change.

1 86. The method in accordance with claim 81, wherein the
2 electronic transmission comprises a web page downloaded by
3 the entity.

1 87. A method for reducing a time period for selecting,
2 acquiring, and outfitting real estate, comprising the steps
3 of:

4 inputting information relating to a potential real
5 estate transaction;

6 conducting a real estate phase using the
7 information relating to the potential real estate transaction
8 with respect to a first party;

9 sharing the information relating to the potential
10 real estate transaction in an electronic format with a second
11 party;

12 conducting another phase using the information
13 relating to the potential real estate transaction with
14 respect to the second party; and

15 wherein said step of conducting a real estate phase
16 and said step of conducting another phase overlap in time at
17 least partially.

1 88. The method in accordance with claim 87, wherein
2 said step of inputting information relating to a potential
3 real estate transaction comprises the step of inputting a
4 project requirements specification.

1 89. The method in accordance with claim 87, wherein the
2 first party comprises at least one of a prospective tenant
3 and a landlord.

1 90. The method in accordance with claim 87, wherein
2 said step of sharing the information relating to the
3 potential real estate transaction in an electronic format
4 with a second party comprises the step of sharing the
5 information relating to the potential real estate transaction
6 via an on-line mechanism.

1 91. The method in accordance with claim 90, wherein the
2 on-line mechanism includes a collaboration component, the
3 collaboration component enabling the first party and the
4 second party to communicate changes to the information
5 relating to the potential real estate transaction.

1 92. The method in accordance with claim 87, wherein the
2 information relating to the potential real estate transaction
3 includes at least one of the following: (1) a project name,
4 description, start date and required move-in date; (2) a
5 tenant name and other info; (3) a property address, square
6 footage, age, floor number, number of floors, parking
7 requirements; (4) proposal financial data including lease
8 term and rent; (5) lease agreement and letter of intent
9 documents; (6) a project schedule; and (7) project member
10 information, the project member information including the
11 names of members of the projects such as a general
12 manager/general contractor, a subcontractor, a broker, and
13 a design firm.

1 93. The method in accordance with claim 87, wherein the
2 another phase includes at least one of the following phases:
3 analysis, due diligence, design, and bidding/estimation/value
4 engineering.

1 94. The method in accordance with claim 87, wherein the
2 second party includes at least one of the a designer, an
3 architect, and an engineer.

1 95. The method in accordance with claim 87, further
2 comprising the steps of:

3 sharing the information relating to the potential
4 real estate transaction in an electronic format with a third
5 party;

6 conducting yet another phase using the information
7 relating to the potential real estate transaction with
8 respect to the third party; and

9 wherein said step of conducting another phase and
10 said step of conducting yet another phase overlap in time at
11 least partially.

1 96. The method in accordance with claim 95, wherein the
2 yet another phase includes at least one of the following
3 phases: construction and relocation.

1 97. A method for facilitating real estate transactions,
2 comprising the steps of:
3 uploading, by a first party, a file, the file
4 including information relating to a potential real estate
5 transaction;
6 accessing, by a second party, the file;
7 changing, by the second party, the file;
8 uploading, by the second party, the changed file;
9 and
10 wherein at least one of the first party and a third
11 party may access the changed file.

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1 98. The method in accordance with claim 97, wherein the
2 information relating to the potential real estate transaction
3 includes at least one of the following: (1) a project name,
4 description, start date and required move-in date; (2) a
5 tenant name and other info; (3) a property address, square
6 footage, age, floor number, number of floors, parking
7 requirements; (4) proposal financial data including lease
8 term and rent; (5) lease agreement and letter of intent
9 documents; (6) a project schedule; and (7) project member
10 information, the project member information including the
11 names of members of the projects such as a general
12 manager/general contractor, a subcontractor, a broker, and
13 a design firm.

1 99. The method in accordance with claim 97, wherein the
2 first party comprises a prospective tenant and the second
3 party comprises at least one of a designer, an architect, and
4 an engineer.

1 100. A method for determining potential interest in
2 meeting a real estate need, comprising the steps of:
3 reviewing, by a prospective tenant, a list of real
4 estate;
5 selecting, by the prospective tenant, real estate
6 that meets at least one preliminary criterion;
7 sending, by the prospective tenant, a request for
8 information (RFI) to landlords associated with the selected
9 real estate;
10 sending, by each landlord interested in a real
11 estate transaction that corresponds to the RFI, a response
12 to the RFI;
13 receiving a plurality of responses to the RFI; and
14 reviewing, by the prospective tenant, the plurality
15 of responses to the RFI.

1 101. The method in accordance with claim 100, further
2 comprising the steps of:
3 creating, by a prospective tenant, a real estate
4 project; and
5 selecting a subset of the plurality of responses
6 to the RFI for further consideration.

1 102. The method in accordance with claim 100, wherein
2 the RFI includes a desired move-in date and a desired amount
3 of square footage.

1 103. A method for improving information access in a real
2 estate deal, comprising the steps of:
3 providing a real estate demand database, the real
4 estate demand database including a plurality of entries, each
5 entry of the plurality of entries corresponding to a real
6 estate deal;
7 reviewing, by a landlord, the plurality of entries;
8 detecting, by the landlord, an entry of the
9 plurality of entries that interests in the landlord; and
10 requesting, by the landlord, to be admitted to the
11 real estate deal corresponding to the interesting entry.

1 104. The method in accordance with claim 103, wherein
2 each entry corresponds to a real estate deal that is demand-
3 driven.

1 105. The method in accordance with claim 103, further
2 comprising the step of:

3 responding, by a prospective tenant corresponding
4 to the real estate deal, to the landlord by either permitting
5 the landlord to enter the real estate deal or by refusing to
6 permit the landlord to enter the real estate deal.

1 106. The method in accordance with claim 105, wherein
2 said steps of requesting and responding are effectuated using
3 an electronic transmission.

1 107. The method in accordance with claim 103, wherein
2 said step of requesting, by the landlord, to be admitted to
3 the real estate deal corresponding to the interesting entry
4 comprises the step of sending, by the landlord via an on-line
5 mechanism, an unsolicited response to a request for
6 information (RFI).

1 108. A method for automating lease administration,
2 comprising the steps of:
3 accumulating a plurality of leases into a database;
4 monitoring the plurality of leases to detect an
5 upcoming expiration;
6 triggering a lease handling routine if an upcoming
7 expiration is detected for a particular lease;
8 handling the particular lease by securing another
9 lease using a demand-driven on-line mechanism; and
10 entering the another lease into the database.

1 109. The method in accordance with claim 108, wherein
2 the database comprises a real estate demand database.

1 110. The method in accordance with claim 108, wherein
2 the database comprises a leased real estate database.

1 111. The method in accordance with claim 108, wherein
2 said step of handling the particular lease by securing
3 another lease using a demand-driven on-line mechanism
4 comprises the steps of:

5 adding the particular lease to a real estate demand
6 database;

7 enabling access to the particular lease by a
8 plurality of landlords that are not a party to the lease;

9 permitting any one or more of the plurality of
10 landlords to contact a tenant that is a party to the lease;

11 facilitating creation of the another lease between
12 the tenant and at least one of the plurality of landlords.

1 112. The method in accordance with claim 111, wherein
2 said step of permitting any one or more of the plurality of
3 landlords to contact a tenant that is a party to the lease
4 comprises the step of permitting any one or more of the
5 plurality of landlords to contact the tenant that is a party
6 to the lease with the tenant remaining anonymous.

1 113. The method in accordance with claim 111, wherein
2 said step of permitting any one or more of the plurality of
3 landlords to contact a tenant that is a party to the lease
4 comprises the step of permitting any one or more of the
5 plurality of landlords to contact the tenant that is a party
6 to the lease prior to the upcoming expiration.

1 114. A method of distributing information in a real
2 estate market, comprising the steps of:
3 receiving first information relating to a real
4 estate deal from a first source via a first electronic
5 transmission;
6 receiving second information relating to the real
7 estate deal from a second source via a second electronic
8 transmission;
9 combining the first information and the second
10 information into deal information;
11 providing access to the deal information to a
12 plurality of entities via an electronic transmission.

1 115. The method in accordance with claim 114, wherein
2 the plurality of entities perform functions in a real estate
3 acquisition and outfitting process in a non-real-estate
4 phase, the first source comprises a prospective tenant, and
5 the second source comprises a landlord.

1 116. The method in accordance with claim 114, wherein
2 said step of providing access to the deal information to a
3 plurality of entities via an electronic transmission
4 comprises the step of providing access to the deal
5 information in exchange for compensation.

1 117. The method in accordance with claim 114, further
2 comprising the step of:
3 enabling one or more of the plurality of entities
4 to contact the first source via an electronic transmission.

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1 119. The method in accordance with claim 118, wherein
2 the plurality of real estate industry entities includes at
3 least one of developers, lenders, and appraisers; and wherein
4 the collection of information includes at least one of (1)
5 average lease rates per building; (2) average time length for
6 deals to be completed; (3) average number of bidders per
7 deal; (4) average number of participants of the on-line
8 mechanism; and (5) ranking of buildings' lease rates, parking
9 options, tenant improvement allowances.

1 120. A method of facilitating on-line real estate
2 agreement formation, comprising the steps of:

3 providing a plurality of portions for real estate
4 agreement formation;

5 providing electronic on-line access to reviewing
6 the plurality of portions for real estate agreement
7 formation; and

8 enabling at least one party to selectively add or
9 delete each of the plurality of portions for real estate
10 agreement formation in order to create a customized real
11 estate agreement formation from standardized portions.

1 121. The method in accordance with claim 120, further
2 comprising the steps of:

3 monitoring portions of a plurality of real estate
4 agreements over time;

5 creating the plurality of portions responsive to
6 said step of monitoring.

1 122. The method in accordance with claim 120, further
2 comprising the steps of:
3 monitoring portions of a plurality of real estate
4 agreements over time;
5 adjusting the plurality of portions responsive to
6 said step of monitoring.

1 123. The method in accordance with claim 120, further
2 comprising the steps of:
3 monitoring which of the plurality of portions for
4 real estate agreement formation are selected over time;
5 adjusting the plurality of portions responsive to
6 said step of monitoring.

